



WE ARE

FOCUSED on building advanced procedure-readiness solutions.

MOTIVATED by creating a more efficient supply chain.

PASSIONATE about supporting better patient care.



TERNIO



Service and Innovation

Ternio was founded in 2014 with a simple mission: to provide hospitals with a 360-degree approach to surgical management. Underlying this mission are deeply ingrained core values of service and innovation. It began with creating and delivering a better solution for instrument management, improving turnaround times, integrating technology, and assuring superior quality.

Working closely with its clients, Ternio began to see unrecognized opportunities for greater efficiency and improved outcomes within the operating room and sterile processing. This led to the development of a portfolio of proactive and data-driven solutions focused on surgical asset management, identification, restoration, and procurement.

Meet Our Family of Services



Terragene

Authorized distributor

Repairs Scaled to Your Needs

Ternio offers a full suite of surgical device and instrument repair to ensure that hospitals have a full complement of tools without needing to source equipment elsewhere.

From large general healthcare centers to specialty facilities, we work directly with teams to understand your needs and create solutions so you can worry less about equipment availability and focus more on the needs of your patients.

Ternio offers on-site services for preventive maintenance and a 6,500-square-foot lab in Houston, TX dedicated to surgical asset management. Our repair facility and team of highly trained technicians can handle equipment and instruments of every type.

By utilizing the Repair Tracker module in our InstruSource application, we can provide full visibility of asset status and analytics to hospitals to help streamline the repair process and reduce waste for healthcare facilities.



One in five reusable laparoscopic instruments has insulation failure.¹

Ternio serves hospitals, surgery centers, and endoscopy centers of all sizes and needs.



Stainless steel handheld instruments



Biomedical



Laparoscopic instruments



Flexible & rigid endoscopes



Video equipment



Power equipment

SIMPLIFY YOUR INSTRUMENT AND DEVICE REPAIR

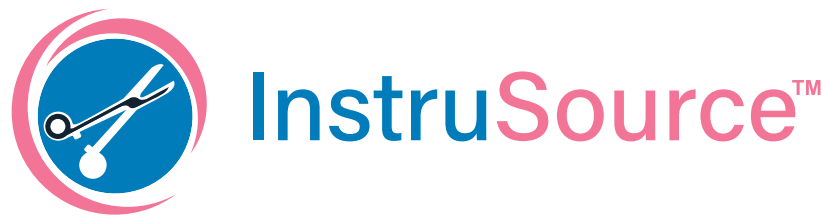
-  **Complete sterile asset management**
-  **View real-time status online**
-  **Specialist in laparoscopic devices**
-  **Flexible pricing options**
-  **Transparent, custom approach**
-  **Full integration with ProCycle Solutions**
-  **Consistent, reliable and open communication channel**
-  **Free loaner program**
-  **Fast turnaround**
-  **All major manufacturers**



Quality instrument and device repair, simplified.
Find out more. Contact Ternio today! info@terniogroup.com

REFERENCES: 1. Intraoperative Inefficiencies Attributable to Surgical Instrument Trays, Emily Walker Stockert, MBA, Alexander Langeman, MD, FACS <https://www.hpnonline.com/sterile-processing/article/21110985/inspecting-electrical-instruments-for-insulation-failure>

2. "4.8 out of 5 customer satisfaction score"
Ternio Group internal customer survey, 2019-2020



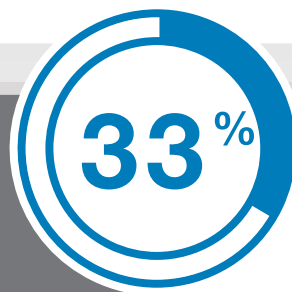
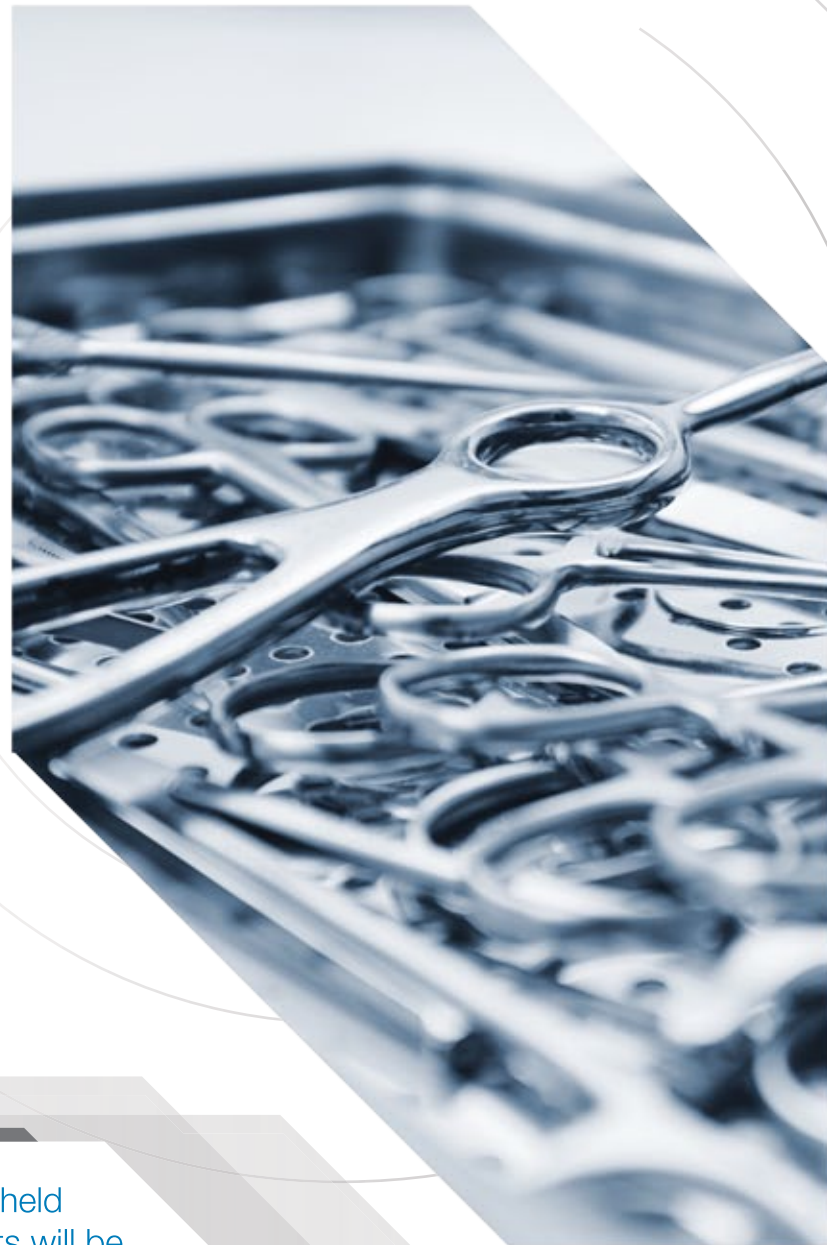
InstruSource™

Shopping Cart Simple

Procuring surgical instruments for facilities should not be time-intensive, nor should the process involve poring over manual entries to place an order.

InstruSource is a cloud-based application that creates a custom catalog of available surgical instruments and medical equipment that can be purchased, re-ordered or sold through an intuitive shopping cart-style platform.

InstruSource is very easy to use so you can greatly reduce the time spent ordering instruments and equipment for medical facilities. Simply add instruments to your cart as needed and get full pricing visibility and contract compliance. And with the full integration with ProCycle Solutions™ services, you'll know if the instrument is in stock already before placing your order. InstruSource also integrates with your hospital's existing systems by sending orders electronically to ensure all purchases are completed within the facility's source system. The *sell* feature allows users to quickly and easily monetize excess instruments.



Revenue for hand-held surgical instruments will be up 33% by 2024.¹

SEARCH, SELECT, AND CLICK. IT'S THAT EASY.

InstruSource makes pricing exceptions and multiple paper catalogs a thing of the past. Quickly search our extensive online catalog, fill your virtual shopping cart, and purchase with a simple click!

INTRUSOURCE ADVANTAGES

-  **Streamlined procurement**
-  **Greatly reduces ordering time**
-  **Integration with your hospital's source system**
-  **Intuitive platform**
-  **Price visibility**
-  **Contract compliance**
-  **Full integration with ProCycle Solutions**
-  **Sell excess and under-used inventory**



10.5% of all trays sent to surgery have a least one missing instrument or are incomplete.²

REPORTING, TRACKING, AND ACCOUNTABILITY

InstruSource orders easily export to any material management information system (MMIS) for quick and efficient purchase order processing. This ensures that the right instrument is ordered at the right price – every time. InstruSource reports also track and analyze spend patterns so you can better manage to your financial budget.

Instrument procurement, simplified.

Find out more. Contact Ternio today! info@terniogroup.com

REFERENCES: 1. Statista study, published by Matej Mikulic, 2017 <https://www.statista.com/statistics/789201/surgical-instruments-market-in-the-us-by-product/>

2. University of Chicago, Journal of American College of Surgeons study, 2014 [https://www.journalacs.org/article/S1072-7515\(14\)00510-9/fulltext](https://www.journalacs.org/article/S1072-7515(14)00510-9/fulltext)

The Preference Card Problem:

70% of perioperative nurses worry about preference card accuracy.¹

The typical surgeon has 25 to 30 preference cards, which adds up to around 3,000 to 4,500 preference cards for a 10-OR facility. The problem, though, isn't the quantity of preference cards. It's the fact that **only 60% of supplies pulled for a typical procedure are actually used.²**

The impact of these preference card inaccuracies are far reaching— affecting labor, spend and inventory not only for your surgical services team, but for your supply management team as well.

A more efficient and accurate approach to managing preference cards is needed. And that's exactly what PrefConnect provides.



Eighty percent of surgeons are dissatisfied with how preference cards are updated¹

CLEARING OUT THE CLUTTER

Bloated, outdated preference cards lead to excess pulling time and millions in unused supplies being thrown away. With PrefConnect, your surgeons' preference cards are analyzed, updated and monitored, and unneeded surgical supplies stay out of your perioperative supply chain.



MONITOR YOUR ACTION PLANS

Your PrefConnect dashboard gives you a variety of at-a-glance insights, including:



MAKING AN IMPACT

After 90 days working with a major medical facility in the southwest, PrefConnect was able to deliver significant results²:



Discover your savings potential. Contact your PrefConnect Representative to schedule a demo today.
terniogroup.com • prefconnect@terniogroup.com

REFERENCES: 1. General Surgery News. Ngo, RQ. Surgical Preference Cards: Time To Fix This Mess. Available at: <https://www.generalsurgerynews.com/Opinions-and-Letters/Article/10-16/Surgical-Preference-Cards-Time-To-Fix-This-Mess/38160>. Accessed January 9, 2020.

2. Becker's Hospital CFO Report. Simco S, DuBose D. Found money: How to clean up preference cards to cut inventory spend and boost margins. Available at: <https://www.beckershospitalreview.com/finance/found-money-how-to-clean-up-preference-cards-to-cut-inventory-spend-and-boost-margins.html>. Accessed January 9, 2020.

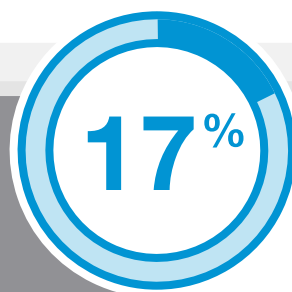
*Data on file.

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Enhanced Inventory

Hospitals consistently scramble to turn high-use inventory and unnecessarily increase assets by placing new orders. At the same time, there are instruments within the hospital's inventory and sister facilities that are being underutilized. ProCycle provides visibility to unused assets so they can be quickly identified, matched, restored, and repurposed, which translates to lower expenses while creating sustainable solutions for hospitals.

ProCycle mines a hospital's inventory to identify frequently used items as well as unused assets. This empowers hospitals to efficiently utilize and repurpose instruments, saving money by matching demand with available, but often invisible inventory. Using ProCycle, facilities can dramatically improve instrument inventory management within a single facility or even across an entire hospital group.



Only 17% of tray instruments are typically used¹

THE PROCYCLE PROCESS

ProCycle integrates seamlessly with your existing systems, analyzing utilization data and comparing that to your existing inventory. Its powerful data analytics engine drives virtual tray assembly, generating tray build orders that meet needs and minimize waste, based on actual usage data. ProCycle usage and inventory analysis updates constantly in real time, so your trays are always optimized for maximum efficiency.

PROCYCLE ADVANTAGES

-  **Reduce new inventory spending**
-  **Maximize inventory space**
-  **Improve surgical case efficiency**
-  **Reduce labor**
-  **Repurpose and optimize instruments and equipment**
-  **Know what you have, what you need, and how to budget**

GETTING STARTED

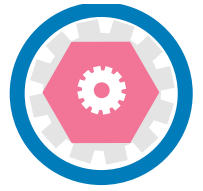
With access to your data and inventory, Ternio will develop a custom ProCycle opportunity analysis and an implementation plan.

How much can your facility save?

Contact Ternio and find out! info@terniogroup.com



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